

# Small Business Administration Office of Government Contracting

February 5, 2015  
Winter TRIAD Meeting

Seán F. Crean, Director

## U.S. Small Business Administration

- Agency created under the Eisenhower Administration in 1953
- The agency's mission is to aid, counsel, assist and protect the interests of small business concerns, to preserve free competitive enterprise and to maintain and strengthen the overall economy of our nation



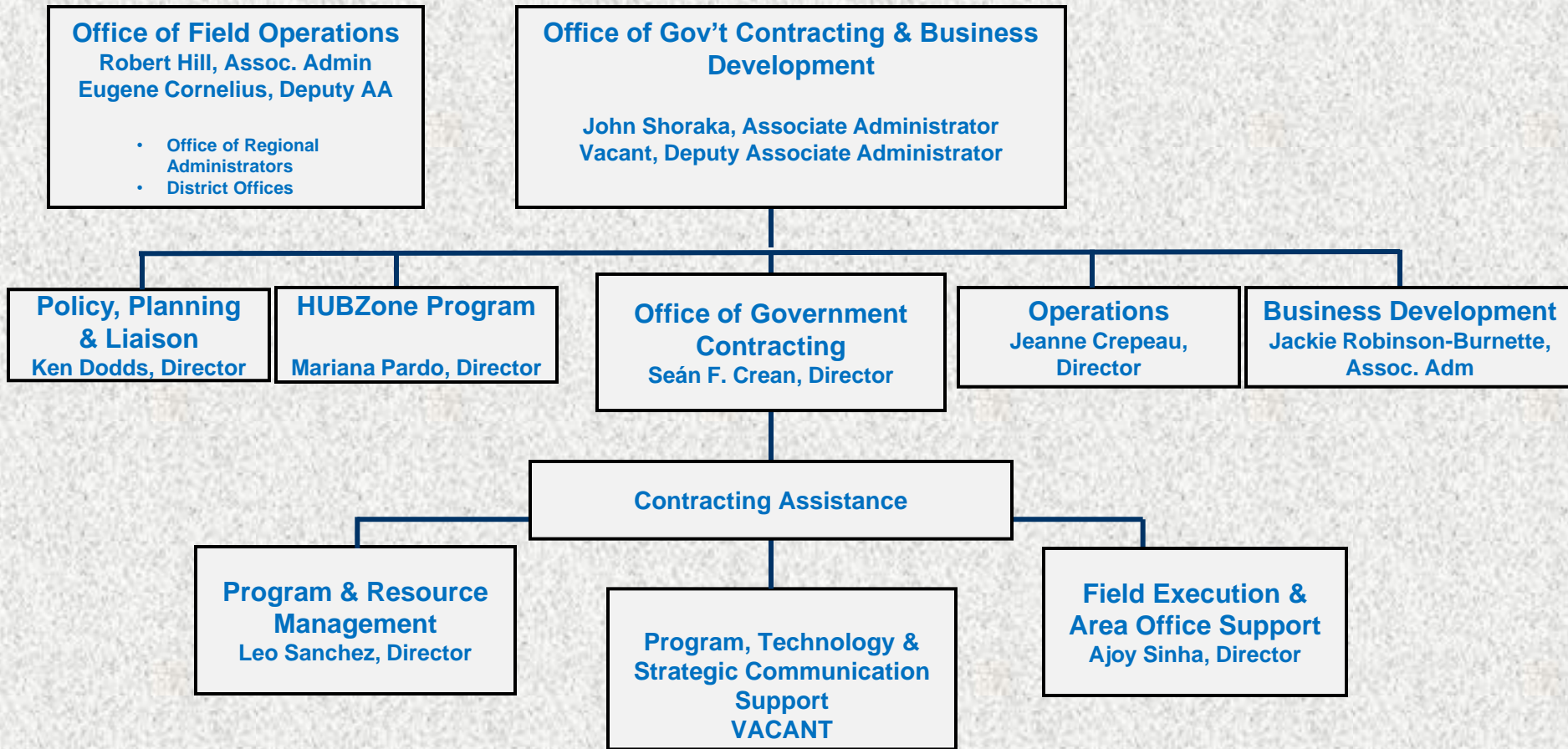
## Leadership

SBA Administrator, Maria Contreras-Sweet,  
Confirmed April 7, 2014

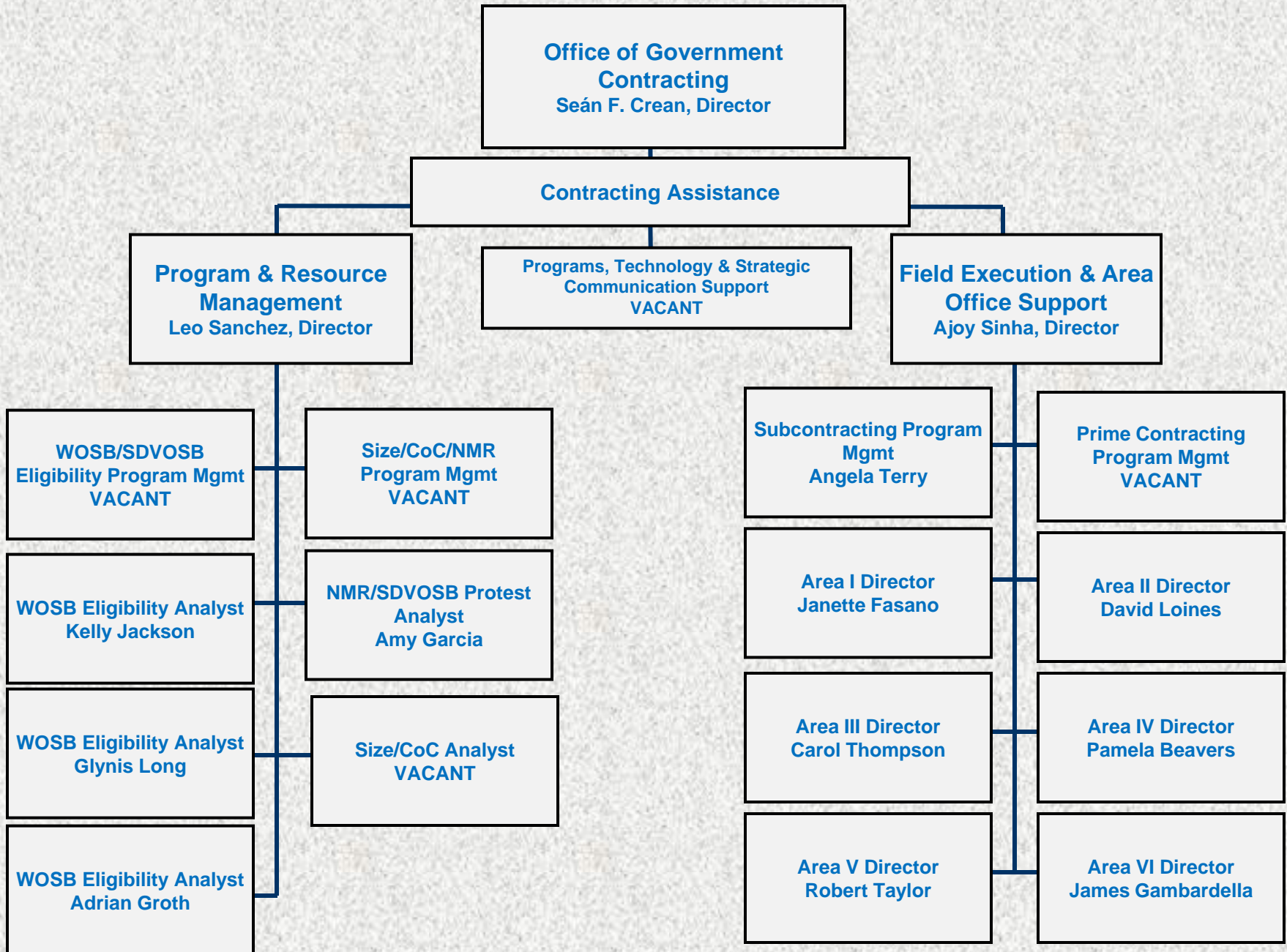
## GC Mission

Public's advocate for federal small business contracting and subcontracting opportunities.

# Small Business Administration



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## Regional/District Office Liaison

- \* RA/DD Customer Service
- \* BOS Coordination
- \* SBDC/SCORE Support
- \* Outreach Support
- \* DO Training

## Prime Contracts Program

- \* PCR Assignment
- \* Plan of Operations Development
- \* Program Execution
- \* Agency Performance Analysis
- \* Acquisition Strategy Development
- \* Procurement Reviews
- \* Surveillance Review Support
- \* Outreach/Training
  - SB Counseling/Training
  - CO Training

## SubContracting Program

- \* CMR Assignment
- \* Plan of Operations Development
- \* Program Execution
- \* Prime Performance Analysis
- \* Performance Management Reviews
- \* Interagency Engagement
- \* Outreach/Training
  - SB Counseling/Training
  - CO Training

## Certificate of Competency Program

- \* CoC Reviews/Determination
- \* Outreach/Training
  - SB Counseling/Training
  - CO Training

## Size Determinations

- \* Size Case Reviews
- \* Size Case Determinations
- \* Outreach/Training
  - SB Counseling/Training
  - CO Training

## Timber Program

- \* Liaison with
  - Bureau of Land Management
  - National Forest Service
  - Department of Interior
  - SB sawmills/loggers
- \* Monitor National Timber sales
- \* Record timber sale volumes
- \* Analyze SB Market Area
- \* "Trigger" status notification

## 1. Performance

- a. Re-establish the reputation, integrity and process of the WOSB Program.
  - b. Improve Size, CoC and Protest execution
  - c. Develop meaningful/measurable Performance Metrics that reflect GC mission.**
  - d. Re-establish the Subcontracting Program**
  - e. Review the Prime Contracting Program to perform in the 21st Century
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## 2. Organization

- a. Institute clear organizational roles & responsibilities to provide necessary services
- b. Align HQ & Area Office objectives which rebuild trust and enhance performance**
- c. Align Area and District collaboration – Promote “One SBA”
- d. Provide program alignment and support that enables effective execution across GCBD
- e. Align Field operations that support program objectives**

### 3. Personnel Management

- a. Align staffing that supports succession plans in HQ & Area Offices
  - b. Develop Individual Development Plans to support position performance**
  - c. Equip, empower and include staff in solutions to perform their assignments**
  - d. Support employee personal development to be their best
  - e. Develop consistent personnel polices across GC
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### 4. Process & Program Support

- a. Ensure written execution guidelines are clear, reflect policy and supportable
- b. Ensure HQ processes support Area Office execution requirements
- c. Review and ensure all programs have current SOPs**
- d. Ensure personnel have appropriate resources & technology tools to effectively execute
- e. Replace GCAR with a more automated system
- f. Improve interface systems for Contracting Community (ie DSBS, eSRS, Repository, etc)**

## **5. Strategic Communication**

- a. Present one consistent positive message to the public**
- b. Improve internal communications between Field Ops & Area Offices
- c. Provide web enabled tools and guidelines that are clear to the public**
- d. Provide the Administrator necessary tools to reflect the value GC provides
- e. Improve the processes for internal and externally driven customer support**

## **FIRST PRIORITIES for Subcontracting**

- 1. SBA/DCMA MOU Renewal
  - a. Roles & Responsibilities
- 2. Commercial Plan
  - a. How to capture properly? % of Sales or % of Production Cost
- 3. Standard Operating Procedures Review
- 4. CMR Staffing



## **In HQ**

### **WOSB Program**

- 3 Analysts

### **Prime Contracting**

- 1

### **Subcontracting**

- 1

### **Size/Non-Manufacturing Rule**

- 1

## **In Six Area Offices**

### **Prime Contracting Program**

- 47 PCR's

### **Subcontracting Program**

- 8 CMR's

### **Size/CoC Specialists**

- 8 Industrial Analysts

## Q&A

**GC Director:**

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**Subcontracting Program Manager**

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